



○ JULY SALES

○ 2015



City of Evans
Finance Department

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Sales Tax

update

A SUSTAINABLE FUTURE REVENUE

July year-to-date sales tax collections reported a (10.1%) decrease as compared to July 2014.

Evans In Brief

July 2015 results as compared to July 2014

July receipts decreased (22.7%)	The city's base decreased (1.6%)	The commercial sector decreased (3.5%)	Utilities decreased (5.2%)	Motor vehicle decreased (11.4%)	The industrial sector decreased (63.7%)
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Total YTD Sales Tax: - (10.1%)
YTD Actual vs. Budget: + \$693,961

Strengths:

- Greeley unemployment is at 4.2% as of May 2015, which is below the US rate of 5.5% for the same month, according to the *Bureau of Labor Statistics*.
- Home sale prices in Evans have increased 17.8% over the past year, with a predicted increase of 5.9% within the next year, as stated by *Zillow*.

Weaknesses:

- Cautionary outlook in the industrial sector due to past volatility and recent declines.
- Monitoring motor vehicle collections due to up and down swings over the past 6 years.

SPOTLIGHT

2015 Business Expansion and Retention (BEAR) Survey

To businesses who have already received a City email and SurveyMonkey invite



Existing businesses are the backbone of Evan's economy. As was indicated in our previous survey email to you on September 3, 2015, the purpose of this survey is to get your input as an existing business on how we can better serve you. Click on the following link to get started with the survey.

[City of Evans Existing Business Survey](#)

If this link does not open, please RIGHT click on it and choose either "Open link in new tab" or "Open Hyperlink"

The City asks you take this online survey to help shape its business support programs so they are relevant and tailored to Evans' business community needs. Thus, we are taking a "go straight to the customer" approach.

All responses will remain confidential. No business will be identified individually unless you wish us to do so. The survey results will be put together in a public report at the end of the project.



Total Sales Tax Collection Summary

Sales Taxes for July 2015

	Monthly Collections 2014	YTD Collections 2014	Monthly Collections 2015	YTD Collections 2015	Seasonal Trend for Annual Projections	Projected YTD Collections
Jan	\$717,381	\$717,381	\$751,629	\$751,629	\$539,541	\$539,541
Feb	\$687,989	\$1,405,370	\$666,950	\$1,418,579	\$561,935	\$1,101,476
Mar	\$809,410	\$2,214,780	\$824,989	\$2,243,567	\$606,435	\$1,707,911
April	\$827,625	\$3,042,405	\$704,357	\$2,947,924	\$614,587	\$2,322,498
May	\$798,678	\$3,841,083	\$617,279	\$3,565,203	\$609,584	\$2,932,082
June	\$747,881	\$4,588,964	\$665,249	\$4,230,453	\$619,792	\$3,551,874
July	\$830,305	\$5,419,269	\$642,065	\$4,872,518	\$626,683	\$4,178,557
Aug	\$763,769	\$6,183,038			\$636,826	\$4,815,383
Sept	\$872,584	\$7,055,622			\$650,750	\$5,466,133
Oct	\$795,771	\$7,851,393			\$632,519	\$6,098,652
Nov	\$747,779	\$8,599,172			\$592,655	\$6,691,307
Dec	\$827,898	\$9,427,071			\$667,479	\$7,358,786

